

Message Text

LIMITED OFFICIAL USE

PAGE 01 TEL AV 04034 241311Z
ACTION NEA-10

INFO OCT-01 ISO-00 EB-08 SS-15 NSCE-00 SP-02 L-03
CAB-02 CIAE-00 COME-00 DODE-00 DOTE-00 INR-10
NSAE-00 FAA-00 FTC-01 OPIC-03 OMB-01 TRSE-00
AID-05 XMB-02 FRB-03 SSO-00 INRE-00 /066 W
-----119461 241319Z /53

O R 241244Z MAR 78
FM AMEMBASSY TEL AVIV
TO SECSTATE WASHDC IMMEDIATE 2149
INFO AMEMBASSY ROME
AMCONSUL JERUSALEM

LIMITED OFFICIAL USE TEL AVIV 4034

E. O. 11652: NA
TAGS: ETRO EAIR IS
SUBJ: POSSIBLE DISCRIMINATION AGAINST U S AIRCRAFT MANUFACTURERS

REF.: STATE 74713

1. EMBOFF ON MORNING OF MARCH 24 DISCUSSED WITH EL AL GENERAL MANAGER MORDECHAI HOD CONCERN EXPRESSED REFTEL. HOD STATED THAT EL AL HAD DISCUSSED AT GREAT LENGTH THEIR WIDE-BODY MEDIUM RANGE AIRCRAFT REQUIREMENT WITH BOEING, DOUGLAS AND ENGINE MANUFACTURERS GENERAL ELECTRIC AND PRATT AND WHITNEY. THESE DISCUSSIONS WERE VERY EXTENSIVE AND INTENSIVE.

2. LOCKHEED, HOWEVER, WAS A LATE-COMER TO THE DISCUSSIONS WITH EL AL. HOD STATED HE MET WITH LOCKHEED ONLY ONCE AND IMPLIED TO THEM THAT EL AL WOULD TAKE INFORMATION PROVIDED BY LOCKHEED AT THAT MEETING AND COMPARE IT WITH

LIMITED OFFICIAL USE

LIMITED OFFICIAL USE

PAGE 02 TEL AV 04034 241311Z

INFORMATION OBTAINED FROM DOUGLAS FOR ITS DC-10. EL AL WOULD PICK BETWEEN DC-10 AND LOCKHEED 1011 AND THEN COMPARE WINNER WITH AIRBUS. IF LOCKHEED 1011 WAS PICKED OVER DC-10, EL AL WOULD THEN ASK FOR MORE INFORMATION FROM LOCKHEED.

3. EL AL PICKED DC-10 OVER L-1011 AND, AFTER FURTHER COMPARISON BETWEEN DC-10 AND AIRBUS, DECIDED ON THE AIRBUS. WHEN HOD RECEIVED NOTICE THAT LOCKHEED TEAM WANTED TO MAKE FULL SCALE PRESENTATION TO EL AL ON MARCH 27, HE INDICATED THAT IT WAS UNNECESSARY SINCE EL AL HAD DECIDED ON AIRBUS.

4. ACCORDING TO HOD, AIRBUS MEETS EL AL'S REQUIREMENT FOR A WIDE BODY, SHORT TO MEDIUM RANGE AIRCRAFT DURING THE NEXT FIVE YEARS. NO TRANSATLANTIC CAPABILITIES REQUIRED. ORIGINALLY, EL AL HAD BEEN THINKING OF DELIVERY IN MID-1978, BUT HAD CHANGED ITS TIME-FRAME TO EARLY 1979 FOR FIRST DELIVERY. ACCORDING TO HOD, AIRBUS CAN MEET THIS DELIVERY SCHEDULE AND IS CLEARLY SUPERIOR TO DC-10 (TO SAY NOTHING OF THE L-1011) AS FAR AS EL AL'S REQUIREMENTS ARE CONCERNED. HOD STATED THAT LETTER OF INTENT NOT SIGNED BUT THAT THEY HAD MADE THEIR CHOICE KNOWN TO AIRBUS MANUFACTURERS.

5. HOD STATED THAT EL AL IS INTERESTED IN BOEING 767 AND/OR 777, BUT THAT THIS AIRCRAFT WILL NOT BE AVAILABLE FOR ABOUT FIVE YEARS, WHILE EL AL NEEDS EQUIPMENT BY EARLY 1979. HOD MENTIONED LIMITED OFFICIAL USE

LIMITED OFFICIAL USE

PAGE 03 TEL AV 04034 241311Z

THAT ISRAELI EMBASSY WASHINGTON HAD ALREADY BEEN IN CONTACT WITH MFA, JERUSALEM ON LOCKHEED COMPLAINT.

6. REFTEL WAS TRANSMITTED MARCH 23 AT 0124 ZULU BUT DUE TO TRANSMISSION PROBLEM WAS NOT RECEIVED IN TEL AVIV UNTIL 1939 HOURS LOCAL TIME, TOO LATE TO TAKE ANY ACTION THAT SAME EVENING. MEETING IN MID-MORNING OF MARCH 24 WAS FIRST AVAILABLE OPPORTUNITY TO DISCUSS PROBLEM WITH HOD. VIETS

LIMITED OFFICIAL USE

NNN

Message Attributes

Automatic Decaptoning: Z
Capture Date: 01 jan 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: DISCRIMINATION, AIRCRAFT, BUSINESS FIRMS
Control Number: n/a
Copy: SINGLE
Draft Date: 24 mar 1978
Decaption Date: 20 Mar 2014
Decaption Note: 25 YEAR REVIEW
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 20 Mar 2014
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1978TELAV04034
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Expiration:
Film Number: D780130-0455
Format: TEL
From: TEL AVIV
Handling Restrictions:
Image Path:
ISecure: 1
Legacy Key: link1978/newtext/t19780326/aaaaavqg.tel
Line Count: 104
Litigation Code IDs:
Litigation Codes:
Litigation History:
Locator: TEXT ON-LINE, ON MICROFILM
Message ID: 26b4adbd-c288-dd11-92da-001cc4696bcc
Office: ACTION NEA
Original Classification: LIMITED OFFICIAL USE
Original Handling Restrictions: ONLY
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: LIMITED OFFICIAL USE
Previous Handling Restrictions: ONLY
Reference: 78 STATE 74713
Retention: 0
Review Action: RELEASED, APPROVED
Review Content Flags:
Review Date: 05 may 2005
Review Event:
Review Exemptions: n/a
Review Media Identifier:
Review Release Date: N/A
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
SAS ID: 3205716
Secure: OPEN
Status: NATIVE
Subject: POSSIBLE DISCRIMINATION AGAINST U S AIRCRAFT MANU- FACTURERS
TAGS: ETRD, EAIR, IS, LOCKHEED
To: STATE
Type: TE
vdkgvgwkey: odbc://SAS/SAS.dbo.SAS_Docs/26b4adbd-c288-dd11-92da-001cc4696bcc
Review Markings:
Sheryl P. Walter
Declassified/Released
US Department of State
EO Systematic Review
20 Mar 2014
Markings: Sheryl P. Walter Declassified/Released US Department of State EO Systematic Review 20 Mar 2014